

**PROPOSAL PACKAGE**

**CC-YOSE005-11**

*Department of the Interior*

**National Park Service**

**Yosemite National Park**

**Proposal to Provide an Urgent Care Medical Clinic**

**Within Yosemite National Park**

**PROPOSAL SUBMISSION TERMS & CONDITIONS**

- 1) The Offeror's Transmittal Letter set forth below indicates your acceptance of the terms and conditions of the concession opportunity as set forth in this Prospectus. It indicates your intention to comply with the terms and conditions of the New Contract. The letter, submitted without alteration, must bear original signatures and be included in the Offeror's response package. The Service will review the entire Proposal Package to determine whether your proposal in fact accepts without condition the terms and conditions of this Prospectus. If not, your proposal may be considered non-responsive, even though you submitted an unconditional Offeror's Transmittal Letter.
- 2) The Proposal Package is drafted upon the assumption that an Offeror is the same legal entity that will execute the New Contract as the New Concessioner. If the entity that is to be the New Concessioner is not formally in existence as of the time of submission of a proposal, a proposal must demonstrate that the individuals or organizations that intend to establish the entity that will become the New Concessioner have the ability and are legally obliged to cause the entity to be financially and managerially capable of carrying out the terms of the New Contract. In addition, the Offeror must unconditionally state and guarantee in its proposal that the Offeror will provide the New Concessioner with all funding, management and/or other resources that the proposal offers.

**OFFEROR'S TRANSMITTAL LETTER**

To: Regional Director  
Pacific West Region  
National Park Service  
1111 Jackson Street, Suite 700  
Oakland, California 94607

Attention: Commercial Services Program Manager

Dear Regional Director:

The Offeror hereby agrees to provide visitor services and facilities at Yosemite National Park in accordance with the terms and conditions specified in the New Contract No. CC-YOSE005-11, provided in the Prospectus issued by the public notice as listed in the Federal Business Opportunities ([www.fedbizopps.gov](http://www.fedbizopps.gov)) and to execute the New Concession Contract without substantive modification (except as may be required by the National Park Service pursuant to the terms of the Prospectus).

The Offeror is enclosing the required "PROPOSAL" which, by this reference, is made a part hereof.

The Offeror certifies that the information furnished herewith is complete, true, and correct, and recognizes that false statements may subject the Offeror to criminal penalties of 18 U.S.C. 1001. The Offeror agrees to meet all the minimum requirements of the New Concession Contract, and the Prospectus, and that the Offeror has provided all of the mandatory information specified in the Prospectus.

The Offeror certifies in accordance with 43 CFR Part 42 the following:

- None of the individuals or entities seeking participation in this Concession Contract are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from a public transaction by a federal department or agency.
- Within the three years preceding submission of the Proposal, none of the individuals or entities seeking participation in this New Contract have been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state or local) transaction or contract under a public transaction, or for violation of federal or state antitrust statutes or for commission of embezzlement, theft, forgery, bribery, falsification of records, making false statements, or receiving stolen property.
- None of the individuals or entities seeking participation in this New Contract are presently indicted for or otherwise criminally or civilly charged by a federal, state or local unit of the government with commission of any of the aforementioned offenses.
- The individuals or entities seeking participation in this Concession Contract have not had one or more public transactions (federal, state or local) terminated for cause or default within the three-year period preceding the submission of the Proposal.

The Offeror, by submitting this Proposal hereby agrees, if selected for award of the New Contract:

1. To the minimum requirements of the Prospectus as identified in Part A of this Proposal Package.
2. To complete the execution of the New Contract within thirty working days after it is presented by the National Park Service.
3. To commence operations under the New Contract on the effective date of the New Contract.
4. To operate under the current National Park Service approved rates to visitors, until such time as amended rates may be approved by the National Park Service.
5. To acquire all other tangible property, including equipment, merchandise, and supplies of the Prior concessioner under the terms of the Prior Contract.
6. (Include only if the Offeror is not to be the Concessioner under the New Contract.) To provide the entity that is to be the Concessioner under the New Contract with the funding, management and other resources described in our proposal.

BY \_\_\_\_\_ DATE \_\_\_\_\_  
(Type or Print Name)

ORIGINAL SIGNATURE \_\_\_\_\_

TITLE \_\_\_\_\_

ADDRESS \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**CERTIFICATE OF CORPORATE OFFEROR**

(Offerors who are not corporations should skip this certificate)

I, \_\_\_\_\_, certify that I am the \_\_\_\_\_ of the corporation named as Offeror herein; that \_\_\_\_\_, who signed this proposal on behalf of the Offeror, was then of said corporation; that said proposal was duly signed for and in behalf of the corporation by authority of its governing body within the scope of its corporate powers.

BY: \_\_\_\_\_ DATE \_\_\_\_\_  
(Type or print name and date)

\_\_\_\_\_  
Original Signature

TITLE \_\_\_\_\_

ADDRESS \_\_\_\_\_

\_\_\_\_\_

**PART A**

The minimum requirements for the New Contract are identified in this Part A of the Proposal Package. If the Offeror, in its transmittal letter, does not agree to these minimum requirements, the proposal will be considered non-responsive. A copy of Part A must be included in the Offeror's response package. (The requirements of Part B of this Proposal Package outline detailed subfactor submissions referenced in this part, as well as an additional secondary selection factor.)

**PRINCIPAL SELECTION FACTOR 1. THE RESPONSIVENESS OF THE PROPOSAL TO THE OBJECTIVES, AS DESCRIBED IN THE PROSPECTUS, OF PROTECTING, CONSERVING, AND PRESERVING RESOURCES OF THE PARK AREA.**

The Offeror agrees to comply with all terms and conditions in the New Contract, including compliance with all Applicable Laws, including, without limitation, environmental protection and conservation laws, under the terms and conditions specified in the New Contract.

**PRINCIPAL SELECTION FACTOR 2. THE RESPONSIVENESS OF THE PROPOSAL TO THE OBJECTIVES, AS DESCRIBED IN THE PROSPECTUS, OF PROVIDING NECESSARY AND APPROPRIATE VISITOR SERVICES AT REASONABLE RATES.**

The Offeror agrees to comply with all the terms and conditions specified in the New Contract, including its exhibits.

The Offeror agrees to operate at the current Service approved rates during the term of the New Contract until such time as a new rate schedule is approved by the Director, in accordance with 16 U.S.C. 5955.

The Offeror agrees to accept the Concession Facilities, and any assigned government personal property "as is" as required by the New Contract, Section 8(f).

The Offeror accepts the Operating Plan included as Exhibit A of the New Contract.

The Offeror accepts the Maintenance Plan included as Exhibit E of the New Contract.

The Offeror agrees to implement an equal opportunity program and comply with the terms of the equal opportunity and handicapped access requirements of the New Contract.

The Offeror agrees to develop and implement an effective health and safety program (Concessioner Risk Management Program), according to the requirements of the Operating Plan for such programs.

The Offeror agrees to meet the public liability and property insurance requirements of the New Contract and agrees to provide property and liability insurance of at least the types and levels of coverage described in the New Contract.

**PRINCIPAL SELECTION FACTORS 3 AND 4 DO NOT HAVE MINIMUM REQUIREMENTS FOR THIS PART A. INFORMATION IS REQUIRED FOR PRINCIPAL SELECTION FACTORS 3 AND 4 IN PART B.**

**PRINCIPAL SELECTION FACTOR 5. THE AMOUNT OF THE PROPOSED MINIMUM FRANCHISE FEE, IF ANY, AND/OR OTHER FORMS OF FINANCIAL CONSIDERATION TO THE DIRECTOR.**

The Offeror agrees to at least the minimum Franchise Fee of zero (0%) of annual gross receipts, per Principal Selection Factor 5.

**PART B**

When evaluating each selection factor in Part B, the NPS may consider information contained throughout the Offeror's proposal. However, Offerors must provide the information required in each of the following Selection Factors and subfactors to be considered responsive.

*Proposed Financial Commitments:* If the Offeror proposes financial commitments in response to any selection factor, the responses will be closely reviewed and analyzed against the Offeror's financial statements and supporting documents provided elsewhere in the proposal. Such documents reviewed and analyzed will include but not be limited to the prospective income statements and cash flow statements required in the proposal.

*Proposed Investments:* The proposals may include personal property investments as well as real property investments if they are outside the Park..

Please specify at the beginning of your response to Part B which, if any, of the "Authorized" (i.e. optional) services you propose to provide [please refer to the charts on page one of the Summary Of Business Opportunity section of this Prospectus for additional information regarding "Required" and "Authorized" services]. Please also refer to Secondary Selection Factors 2 and 3.



<b>PRINCIPAL SELECTION FACTOR 1. THE RESPONSIVENESS OF THE PROPOSAL TO THE OBJECTIVES, AS DESCRIBED IN THE PROSPECTUS, OF PROTECTING, CONSERVING, AND PRESERVING RESOURCES OF THE PARK AREA. (0-5 Points)</b>
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*Note to Offeror:*

*This Principal Selection Factor is concerned with environmental objectives that relate specifically to the protection of the particular resources of Yosemite National Park. Environmental objectives for improvement of the natural environment in general (waste reduction, fuel efficiency, recycling, etc.) are addressed under Secondary Selection Factor 1. Please avoid overlap between responses here and responses to Secondary Selection Factor 1.*

**Service Objectives**

The Service's objectives under this factor are for the Concessioner to protect, conserve, and preserve the resources of the Park. Although many factors influence these objectives, the Service has chosen to focus in this Selection Factor on the following:

- Encouraging healthy lifestyles
- Reducing the number of visitor injuries and severity of accidents and injuries

Medical practitioners have the opportunity to play a unique role in preserving, protecting and conserving park resources by offering public education programs about the natural, biological and environmental hazards that visitors might encounter in the park.

**Subfactor 1(a). Health Education.**

What non-fee programs or initiatives would you offer in Yosemite to promote healthy lifestyles and educate the public about hazards in the Park? Please describe how you have used such programs in your organization before, if applicable, and how you measured their success.

**Subfactor 1(b). Visitor Health and Safety**

How would you support the NPS objectives, with non-fee programs or initiatives, of encouraging visitors to develop an appreciation for engaging in safe outdoor behaviors while participating in activities in the Park such as hiking, cycling, climbing, swimming, winter sport activities, and interacting with plants and animals in their natural environments?

**PRINCIPAL SELECTION FACTOR 2. THE RESPONSIVENESS OF THE PROPOSAL TO THE OBJECTIVES, AS DESCRIBED IN THE PROSPECTUS, OF PROVIDING NECESSARY AND APPROPRIATE VISITOR SERVICES AT REASONABLE RATES. (0-5 POINTS)****Service Objectives**

The Service's primary objective regarding the visitor services to be provided under the New Contract is for the Concessioner to deliver high quality medical services. Though many factors influence this objective, the Service has chosen to focus on the following areas:

- The Offeror's proposed staffing;
- The Offeror's capability and proposed procedures for providing a range of medical services;
- Patient assessment and care; and
- Effective third-party payer agreements and competitive negotiated rates that support the clinic's financial solvency and ensure a positive cash flow.

**Subfactor 2(a). Clinic Staffing**

Describe how you will staff this facility to provide the highest level of patient care, including the number and qualifications of medical staff, indicated by classification. (Provide a schedule of proposed operating hours that show peak and low season staffing). Do not include the qualifications for positions addressed in Subfactor 3(a)(1).

**Principal Selection Factor 2(b): Protocols for Provision of Services**

As indicated by the types of calls responded to Exhibit 2 of the Business Opportunity and as specified on page 22 of the Operating Plan, the Clinic must be "capable of providing clinic-based medical services," including caring for medical and traumatic conditions that present immediate threats to life, limb, or function. Describe your initial patient assessment, stabilization, and treatment capabilities and protocols.

**Principal Selection Factor 2(c ): Patient Assessment and Care**

The Service is seeking a provider who will minimize the number of out of park transports without compromising patient care. (Transport times vary from 20 minutes by air to two hours by ground.)

Explain the care you would provide to evaluate and treat:

- Fractures
- Cervical spine
- Chest pain
- Altered mental status
- Onset of metabolic emergencies

**Principle Selection Factor 2(d): Third-Party Payer Agreements That Support the Clinic's Financial Solvency**

The Service understands that agreements with third-party payers are unique for each medical proprietor and operation.

Provide examples of abstracts or summaries of agreements and negotiated rates you have in place with payers for services of the type provided by the clinic. At least one of the examples should include a local Blue Cross and Blue Shield or comparable contract. The Service acknowledges that actual agreements may not be put into place until award of the New Contract. However, the Service is interested in understanding the nature of your existing agreements with third-party insurance payers.

**PRINCIPAL SELECTION FACTOR 3. THE EXPERIENCE AND RELATED BACKGROUND OF THE OFFEROR, INCLUDING THE PAST PERFORMANCE AND EXPERTISE OF THE OFFEROR IN PROVIDING THE SAME OR SIMILAR VISITOR SERVICES AS THOSE TO BE PROVIDED UNDER THE CONCESSION CONTRACT. (0-5 POINTS)**

***Note to Offeror:** To assist in the evaluation of proposals under this and other selection factors, please provide the following information regarding your organizational structure. This information will be utilized for assessing responses to the various selection factors.*

**Offeror's Organizational Structure**

Describe the entity the Offeror proposes as the Concessioner under the New Contract. Using the forms at the end of this Principal Selection Factor, complete either Form 1 if a corporation or Form 2 if an individual, partnership, or other legally recognized entity. Identify the Offeror and each business organization, operator and any parties involved in the management of the proposed Concession operation. In addition, if the entity that is the proposed New Concessioner is not formally in existence as of the time of submission of the proposal, (1) demonstrate that the individual(s) or organization(s) that intend to establish the entity that will become the New Concessioner have the ability and are legally obliged to cause the entity to be a qualified person as defined in 36 CFR §51.3, and (2) include assurances that the entity that will be the Concessioner (a) will be a qualified person as of the date of award of the New Contract and (b) otherwise have the ability to carry out the commitments made in the proposal.

In addition, provide the following information:

- 1) Identify the individual who is proposed as the point of contact for day-to-day operations and issues.
- 2) Identify all related, subordinate, or superior business organizations and any other organizations, contractors, or subcontractors that will have a significant role in managing, directing, operating, or otherwise carrying out the services to be provided by the Offeror (collectively "Related Entities"). Describe in detail how these relationships will work formally and in practice. Provide an organizational chart showing names and roles for these relationships.
- 3) Identify the principle lines of authority within your business organization.

**Subfactor 3(a): Operational Experience**

Demonstrate that your organization is structured and staffed to effectively carry out the responsibilities of the New Contract by providing the following information:

- 1) Describe the qualifications of the person you would employ for each of the following positions. Include relevant experience, minimum qualifications, certifications (if applicable), and education in a consistent format.
  - a. Corporate officer(s)/executives, if applicable, with responsibility for directly supervising the general manager or any other member of the management team for this New Contract.
  - b. Departmental and/or area managers including patient services, medical billing and collection, and risk management program.
  - c. What is the scope of practice for your Medical Director for the clinic?

- 2) Describe the management controls you will impose to ensure Health Insurance Portability and Accountability Act (HIPAA) compliance.

**(Please note that we request “minimum qualifications” for each position, not resumes of current or prospective employees.)**

**Subfactor 3(b): Human Resources**

Explain how the Offeror will provide a high quality, skilled, and motivated employee staff by providing the following information:

- 1) The efforts you will undertake to recruit, hire, and retain highly qualified employees for all positions to support the operations performed under the contract.
- 2) How you will manage on-going professional development to ensure that staff maintain high skill levels in all disciplines of medical care
- 3) How you will manage the seasonal staffing fluctuations and logistics, including employee housing needs experienced in this remote location.

**Subfactor 3(c): Management of Similar Services**

- 1) Describe the Offeror’s previous experience operating a medical facility, including urgent care in a remote location, if applicable, and what makes your experience relevant to Yosemite. Specifically address how the Offeror’s past experience will be of benefit when applied to the business described in the Prospectus. Please list no more than four examples. For each operation discussed, include the following basic information as well as any other data that highlights the Offeror’s ability to operate a quality facility.
  - i) Facility name, location, and seasonality.
  - ii) Scope of practice
  - iii) Number of years of operation
  - iv) Annual number of patients served
  - v) Average yearly gross receipts
  - vi) Average yearly number of employees

**Subfactor 3(d). Violations**

The Service is aware that any business may receive a deficiency, notice of violation, penalty, fine, less than satisfactory public health rating, or similar regulatory notices from a federal, state, or local agency (hereafter collectively referred to as “Infractions”). We are interested in understanding how your business manages these Infractions.

- 1) For the Offeror (as disclosed in Form 1 or Form 2) and Related Entity (as disclosed in the Offeror’s organizational structure) or any key personnel, including medical practitioners, identify all Infractions issued by a federal, state, or local regulatory agency in the last five years, (whether as a principal or employee of Offeror or otherwise). For each Infraction, provide the following:
  - (a) The basis for the Infraction
  - (b) The entity (federal, state, or local regulatory agency) that issued the Infraction

- (c) When the Infraction was issued
- (d) How the Infraction was addressed
- (e) How you will ensure that the circumstances resulting in the issuance of an infraction do not recur.
- (f) Describe the entities you considered in preparing this response, why you included those and why you excluded those you omitted.

***Note to Offeror:*** Do NOT submit copies of the Infraction reports.

**FORM 1**

**BUSINESS ORGANIZATION AND CREDIT INFORMATION  
CORPORATION/LIMITED LIABILITY COMPANY  
(PRINCIPAL SELECTION FACTOR 3)**

*Complete separate form for the submitting corporation and any and all parent entities).*

<b>Name of Entity</b>	
<b>Address</b>	
<b>Telephone Number</b>	
<b>Fax Number</b>	
<b>Email Address</b>	
<b>Contact Person</b>	
<b>Title</b>	
<b>Tax ID#</b>	
<b>State of Incorporation</b>	
<b>Date of Incorporation</b>	

OWNERSHIP	NUMBER AND TYPE OF SHARES OR PERCENTAGE OF OWNERSHIP	CURRENT VALUE OF INVESTMENT
Names and Addresses of those with controlling interest or key principals		
<b>Total of All</b>		
<b>Total Shares Outstanding</b>		

CORPORATE OFFICERS AND BOARD OF DIRECTOR OR MANAGING MEMBERS	ADDRESS	TITLE AND/OR AFFILIATION

**Attach a copy of the following:**

- 1) Certificate from state of incorporation indicating that the entity is in "Good Standing."
- 2) Description of relationship of submitting corporation and all parent entities to the Offeror.

**FORM 2**

<b>BUSINESS ORGANIZATION AND CREDIT INFORMATION</b> <b>INDIVIDUAL OR PARTNERSHIP</b> <b>(PRINCIPAL SELECTION FACTOR 3)</b>
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<b>Name of Entity</b>	
<b>Address</b>	
<b>Telephone Number</b>	
<b>Fax Number</b>	
<b>Email Address</b>	
<b>Contact Person</b>	
<b>Title</b>	
<b>Tax ID #</b>	
<b>Form of Business:</b> <input type="checkbox"/> Partnership <input type="checkbox"/> Sole Proprietor <input type="checkbox"/> Other (describe) _____	
<b>Years in Business</b>	

OWNERSHIP			
Names and Addresses of Each Partner or Sole Proprietor	Percentage of Ownership	Current Value of Business	Role in Providing Concession Services



**PRINCIPAL SELECTION FACTOR 4. THE FINANCIAL CAPABILITY OF THE OFFEROR TO CARRY OUT ITS PROPOSAL. (0-5 POINTS)****Notes to Offeror:**

*In the event the Offeror is not the legal entity that is to be the Concessioner, provide the information described below with respect to both the Offeror, including all partners in a joint venture, and the proposed Concessioner. If the entity that is to be the Concessioner is not formally in existence as of the time of submission of a proposal, a proposal must demonstrate that the individuals or organizations that intend to establish the entity that will become the Concessioner have the ability and are legally obliged to cause the entity to be financially and managerially capable of carrying out the terms of the Contract. Also describe the Offeror's financial relationship to the proposed Concessioner. In addition, the Offeror must unconditionally state and guarantee in its proposal that the Offeror will provide the Concessioner with all funding, management and other resources that the proposal offers.*

*All forms are provided electronically on the enclosed compact disk. The Offeror must complete all forms provided and submit both a hard copy and an Excel spreadsheet file.*

**Subfactor 4(a): Demonstrate that you have a credible, proven track record of meeting your financial obligations by providing the following:**

- 1) The completed Business History Information form provided at the end of this section.
- 2) Audited financial statements for the two most recent fiscal years, with all notes to the financial statements. Financial statements should be provided for the Offeror AND all parent companies. Personal financial statements must be provided for any owners of a sole proprietorship or general partners within a partnership, and members of a limited liability company.

-OR-

If audited financial statement are not available or not representative of your financial history, present an explanation in sufficient detail to enable a reviewer to fully understand the reasons why audited financial statements are not available (for example, if reviewed statements were submitted instead of audited statements, include an explanation as to why the statements were reviewed and not audited). In addition, provide compelling evidence/documentation, accompanied by descriptions, of your financial track record of meeting your financial obligations

- 3) A CURRENT credit report (within the last six months) in the name of the Offeror from a major credit reporting company such as Equifax, Experian, or Dunn & Bradstreet.

**Subfactor 4(b): Demonstrate that your proposal is financially viable and that you understand the financial obligations of the Draft Contract by providing the following:**

- 1) Your estimate of the acquisition and start-up costs of this business using the Initial Investment and Start-Up Expense and the Initial Investments and Start-Up Expenses Assumptions forms included in the Excel spreadsheets provided as in the Appendices to the prospectus. Explain fully the methodology and the assumptions used to develop the estimate. The information provided should be of sufficient detail to allow a reviewer to fully understand how the estimates were determined. If you are the existing concessioner and will have no initial investment or start-up costs, please include that information on the form.
- 2) Using the Excel spreadsheets provided in the Appendices, complete the Income Statement and Income Statement Assumptions forms and the Cash Flow Statement and the Cash Flow Statement Assumptions forms found in tabs to the Excel spreadsheets. Provide estimates of prospective revenues and expenses of the concession business in the form of annual prospective

income and cash flow statements for the entire term of the Concession Contract. Also complete the Operating Assumptions tab to fully explain your financial projections.

Additional general notes regarding the provided forms found in the Appendices to the prospectus:

- The Service has provided forms that request the information in the format it desires. These forms may differ from the format and requirements set forth in generally accepted auditing standards (GAAS) with regard to prospective financial statements. The Service does NOT request that the prospective financial statements be reviewed in accordance with GAAS. In situations where the information requested departs from GAAS, the Service requests that the information be provided in the format requested and NOT in conformance with GAAS.
- Do not add or eliminate rows on the Excel spreadsheets provided in the appendix. Columns should not be deleted and formulas must not be changed; however, columns may be added to adjust the number of years to the New Contract term, if necessary. If you wish to provide additional information, do so in additional spreadsheets, outside of the ones provided. If additional information is provided, clearly identify how it fits into the income statement, cash flow, and/or assumption tables. For the purpose of the proforma statements utilize the calendar year as the fiscal year.
- Provide a clear and concise narrative explanation of the method(s) used to prepare the estimates and the assumptions on which your projections are based. Information must be sufficiently detailed to provide a full understanding of how the estimates were determined.
- Complete all of the forms provided and submit both a hard copy and an electronic Excel spreadsheet file. Failure to provide all of the information requested on these forms may result in a reduced score.

**Subfactor 4(c): Demonstrate your ability to obtain the required funds by providing credible, compelling documentation. Fully explain the financial arrangements you propose, using the following guidelines:**

- 1) If funds are to be obtained from operating cash flows, document each source and availability of these funds by referencing your previous and current audited financial statements.
- 2) If funds are to be obtained from lending institutions (banks, savings and loans, etc.), provide financing agreements, letters of commitment, or similar supporting documents. The support documents must, at a minimum, include the amount of the loan, the interest rate, the term of the loan and any encumbrances on the loan. Also, include a letter (addressed to the National Park Service from the Lender), which provides compelling documentation as to the likely amount of funds available to the offeror at the start of the New Contract. Include the lending institution contact name on the letter and authorize the lending institution to release any information to the National Park Service concerning relevant financing arrangements.
- 3) If funds are to be obtained from an individual, or a corporation whose primary fund source is an individual, provide the following as appropriate:
  - Current personal financial statement.
  - Current bank/financial institution account that demonstrates primary fund source
  - Documentation of any assets to be sold.
  - Written funding commitment from the individual or corporation.
  - Any other assurances or documentation that makes a compelling demonstration that the funds are available.

- 4) If funds are to be obtained from working capital liabilities (such as advanced deposits or accounts payable), please provide estimates and a rationale for each estimate. The information provided should be of sufficient detail to allow a reviewer to fully understand how the estimates were determined.
- 5) If funds are to be obtained from another source (i.e., a corporation whose primary fund source is not an individual), provide the following as appropriate:
  - Written funding commitment from the fund source.
  - Any other documentation that is necessary to create a compelling demonstration that the funds required to operate this business opportunity are available.

**BUSINESS HISTORY INFORMATION FORM**  
**(PRINCIPAL SELECTION FACTOR 4 - SUBFACTOR 4A )**

Business history information should be provided for the Offeror AND all parent companies.

The information provided below is for the entity: \_\_\_\_\_

- 1) Has Offeror ever defaulted from or been terminated from a management or concession contract, or been forbidden from contracting by a public agency or private company?

☐ YES

☐ NO

If YES, provide full details of the circumstances.

- 2) List any Foreclosures, Bankruptcies, Transfers in Lieu of Foreclosure, and/or Work-Out/Loan Modification Transactions during the past five years. (If none, then so indicate). Attach an explanation of circumstances, including resolution, bankruptcy plan, and/or other documentation as appropriate.

Name of Property	City/State	Property Type	Approximate Loan Amount	Lender	Year of Event

- 3) Describe any pending litigation or current lawsuits (other than those covered adequately by insurance) which if adversely resolved would materially impact the financial position of the Offeror.

**PRINCIPAL SELECTION FACTOR 5. THE AMOUNT OF THE PROPOSED MINIMUM FRANCHISE FEE AND OTHER FORMS OF FINANCIAL CONSIDERATION TO THE DIRECTOR. (0-4 POINTS)**

The minimum franchise fee acceptable to the Service is zero percent (0%) of gross receipts.

The offer of a higher franchise fee than this minimum is generally beneficial to the Service and accordingly will generally result in a higher score under this selection factor. However, consideration of revenue to the United States is subordinate to the objectives of protecting, conserving, and preserving resources of the Area and of providing necessary and appropriate visitor services to the public at reasonable rates.

State the amount of franchise fee you propose. Such fee must at least equal the minimum franchise fee set forth above. Express this fee as a percentage of annual gross receipts. Do not propose a tiered franchise fee, e.g., 5% on the first \$10,000 of gross receipts, 6% on gross receipts between \$10,001 and \$25,000, 7% on gross receipts between \$25,001 and above.

\_\_\_\_\_ percent of annual gross receipts



**SECONDARY SELECTION FACTOR 1. THE QUALITY OF THE OFFEROR'S PROPOSAL TO CONDUCT ITS OPERATIONS IN A MANNER THAT FURTHERS THE PROTECTION, CONSERVATION AND PRESERVATION OF THE PARK AREA AND OTHER RESOURCES THROUGH ENVIRONMENTAL MANAGEMENT PROGRAMS AND ACTIVITIES, INCLUDING, WITHOUT LIMITATION, ENERGY CONSERVATION, WASTE REDUCTION, AND RECYCLING. (0-3 POINTS)**

**Note to Offeror:** *This secondary selection factor focus on environmental management programs and activities that promote general environmental objectives such as waste reduction, fuel efficiency, recycling, etc. Please avoid overlap between your response here and your response to Principal Selection Factor 1.*

The Service strives to be a leader in the field of environmentally friendly business practices, notably in the areas of sustainability, carbon mitigation, and energy conservation; purchasing of environmentally preferable supplies, fixtures and merchandise; solid waste reduction; recycling; and other similar proactive actions. Please describe how you will be a leader in this field by providing three examples of programs and activities (not already described under other selection factors) that you will implement to achieve this objective.

**SECONDARY SELECTION FACTOR 2. THE OFFEROR'S WILLINGNESS TO PROVIDE AFTER HOURS CALL BACK SERVICES (0-2 POINTS)**

After hours call back service is currently an authorized service under this Concession Contract. Please state whether you will provide this service. If you agree to provide this service, the Service will change this requirement from an authorized to a required service, and will also assign Residence #65 for use under this Contract as shown in Exhibit C.

**SECONDARY SELECTION FACTOR 3: THE OFFEROR'S WILLINGNESS TO PROVIDE LONGER CLINIC HOURS (0-1)**

Minimum clinic hours are stated in the Operating Plan, Exhibit A to the New Contract. Please state whether you will provide longer hours than what is required for each season, and if so, what those hours will be. If you agree to provide longer hours, the Service will change the minimum required hours under the Contract to reflect your proposal.